

Chat Participants: Kunnal Vii [REDACTED], Nate Barton

[REDACTED], Nate Barton [REDACTED]

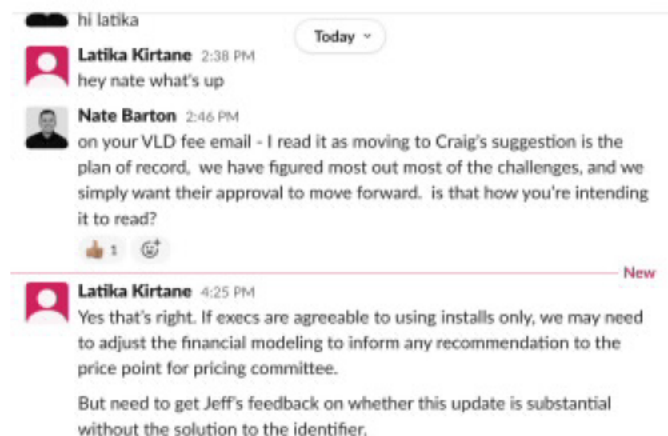
Chat Start Date: 05/17/23, 00:15:19 AM GMT

Chat End Date: 05/17/23, 23:28:08 PM GMT

Service(s): iMessage

May 17, 2023

Nate Barton



<<Attachment file name: IMG_7253.jpeg >>

Sent: 05/17/23, 00:15:19 AM GMT

Service: iMessage

PLAINTIFF
U.S. District Court - NDCAL
4:20-cv-05640-YGR-TSH
Epic Games, Inc. v Apple Inc.
Ex. No. **CX-0264**
Date Entered _____
By _____

Kunnal Vij

you are right.. me and Timo both read it differently... I don't think we are proposing this as POR in my head.. I'll speak to her as well..

Sent: 05/17/23, 00:16:42 AM GMT
Service: iMessage

Kunnal Vij

I updated the slides.. with 1st pass at the VOs

Sent: 05/17/23, 00:25:59 AM GMT
Service: iMessage

I see ur still enjoying ur team meeting:)

Sent: 05/17/23, 01:04:13 AM GMT
Service: iMessage

Nate Barton

Yep

Sent: 05/17/23, 01:04:55 AM GMT
Service: iMessage

Nate Barton

So much fun

Sent: 05/17/23, 01:04:56 AM GMT
Service: iMessage

Hahha.. i just finished the write up, let me know if you want to sync on it..

Sent: 05/17/23, 01:06:36 AM GMT
Service: iMessage

Kunnal Vij

ps Patrick is working on getting us more details on YoY changes for cost but asked for a couple of days to get it

Sent: 05/17/23, 01:07:13 AM GMT
Service: iMessage

Nate Barton

Talk at 9?

Sent: 05/17/23, 01:54:09 AM GMT
Service: iMessage

Kunnal Vij

Liked "Talk at 9?"

Sent: 05/17/23, 02:09:16 AM GMT
Service: iMessage

Kunnal Vij

i think the sooner we introduce the
link, higher the uptake i belive...

Sent: 05/17/23, 03:24:47 AM GMT
Service: iMessage

Nate Barton

I need a break - can we start at 9:20?

Sent: 05/17/23, 03:49:54 AM GMT
Service: iMessage

Liked "I need a break - can we start at 9:20?"

Sent: 05/17/23, 03:50:08 AM GMT
Service: iMessage

Nate Barton

<https://appleinc.webex.com/meet/nbarton>

Sent: 05/17/23, 04:23:23 AM GMT
Service: iMessage

Nate Barton

Is Alex on call with you on Wisconsin?

Sent: 05/17/23, 17:16:21 PM GMT
Service: iMessage

Nope..

Sent: 05/17/23, 17:16:37 PM GMT
Service: iMessage

Nate Barton

If not, wondering if we should just use sales meeting this afternoon to give a quick update

Sent: 05/17/23, 17:16:38 PM GMT
Service: iMessage

Kunnal Vij

Sure.. we can after the review..

Sent: 05/17/23, 17:17:08 PM GMT
Service: iMessage

Nate Barton

Great, let's try to finish the sales deck a few minutes early

Sent: 05/17/23, 17:18:00 PM GMT
Service: iMessage

Liked "Great, let's try to finish the sales deck a few mi..."

Sent: 05/17/23, 17:18:13 PM GMT
Service: iMessage

Kunnal Vij

we are splitting the iCal

Sent: 05/17/23, 17:18:46 PM GMT
Service: iMessage

Kunnal Vij

to make it clear

Sent: 05/17/23, 17:18:53 PM GMT
Service: iMessage

Nate Barton

Liked "we are splitting the iCal"

Sent: 05/17/23, 17:21:18 PM GMT
Service: iMessage

Nate Barton

Can you join 11:30 call with me?

Sent: 05/17/23, 18:06:08 PM GMT
Service: iMessage

Nate Barton

On gift card

Sent: 05/17/23, 18:06:11 PM GMT
Service: iMessage

Kunnal Vij

Sure..

Sent: 05/17/23, 18:06:29 PM GMT
Service: iMessage

Kunnal Vij

you room?

Sent: 05/17/23, 18:07:56 PM GMT
Service: iMessage

Nate Barton

Just sent email with background

Sent: 05/17/23, 18:08:22 PM GMT
Service: iMessage

Nate Barton

Will email ical

Sent: 05/17/23, 18:08:24 PM GMT
Service: iMessage

Kunnal Vij

thanks

Sent: 05/17/23, 18:09:11 PM GMT
Service: iMessage

Kunnal Vij

the Wisconsin one is still going

Sent: 05/17/23, 18:24:53 PM GMT
Service: iMessage

Kunnal Vij

ill join as soon as this ends..

Sent: 05/17/23, 18:25:02 PM GMT
Service: iMessage

Nate Barton

i'm worried I'm not going to be able
to join either

Sent: 05/17/23, 18:25:51 PM GMT
Service: iMessage

Nate Barton

Maybe...I can

Sent: 05/17/23, 18:26:17 PM GMT
Service: iMessage

this seems to be nearing the end..
hopefully ill make it... just stupid
design debates..

Sent: 05/17/23, 18:26:47 PM GMT
Service: iMessage

Nate Barton

Let me now the gist of the
conversation

Sent: 05/17/23, 18:27:28 PM GMT
Service: iMessage

Nate Barton

W/matt

Sent: 05/17/23, 18:27:33 PM GMT
Service: iMessage

Kunnal Vij

yup..

Sent: 05/17/23, 18:27:38 PM GMT
Service: iMessage

Kunnal Vij

mainly the push will be towards
commissions option - proposal to
make it more like an In App purchase
and not a Weblink... as that was one
of the issues phil had...

Sent: 05/17/23, 18:28:47 PM GMT
Service: iMessage

Kunnal Vij

no one like the no commission
option..

Sent: 05/17/23, 18:29:32 PM GMT
Service: iMessage

Kunnal Vij

Matt wanted to explore if there is an
ability to go back to the Judge and
explore if she is open to exploring
something like DMA -> needless to
say weird ask....

Sent: 05/17/23, 18:31:27 PM GMT
Service: iMessage

Kunnal Vij

the Crux of the conversation is, we
will try for commission ,

Attorney Client Privilege

Attorney Client Privilege

Sent: 05/17/23, 18:33:52 PM GMT

Service: iMessage

Kunnal Vij

Attorney Client Privilege

Sent: 05/17/23, 18:35:02 PM GMT
Service: iMessage

Kunnal Vij

thats a simple summary

Sent: 05/17/23, 18:35:09 PM GMT
Service: iMessage

Nate Barton

Thanks

Sent: 05/17/23, 18:36:08 PM GMT
Service: iMessage

Nate Barton

Went as hope/expected

Sent: 05/17/23, 18:36:12 PM GMT
Service: iMessage

Emphasized "Went as
hope/expected"

Sent: 05/17/23, 18:36:29 PM GMT
Service: iMessage

Nate Barton

Don't join this gift card call actually

Sent: 05/17/23, 18:36:57 PM GMT
Service: iMessage

Kunnal Vij

hahaha not worth my time? 😊

Sent: 05/17/23, 18:37:22 PM GMT
Service: iMessage

Nate Barton

Yes, not worth it

Sent: 05/17/23, 18:39:25 PM GMT
Service: iMessage

Nate Barton

They are asking for data stuff that we
have nothing to do with

Sent: 05/17/23, 18:39:41 PM GMT
Service: iMessage

Loved “They are asking for data stuff
that we have nothin...”

Sent: 05/17/23, 18:39:58 PM GMT
Service: iMessage

Nate Barton

jennifer just put another hour on to
review slides (eddy prep meeting
tomorrow) at 1pm. Are you okay to
continue to divide an conquer and
cover App Store slides

Sent: 05/17/23, 18:42:31 PM GMT
Service: iMessage

Nate Barton

forwarded you note from Alex on
infrastructure stuff

Sent: 05/17/23, 18:42:51 PM GMT
Service: iMessage

Kunnal Vij

Liked "jennifer just put another hour on to review slides..."

Sent: 05/17/23, 18:42:53 PM GMT
Service: iMessage

Kunnal Vij

Thanks.. lets see what we get from them

Sent: 05/17/23, 18:44:09 PM GMT
Service: iMessage

Kunnal Vij

So much fluff here... they didnt even get to the finance section 🤔

Sent: 05/17/23, 20:59:11 PM GMT

Nate Barton

Seriously....remind me to take you
through Jennifer's plan

Sent: 05/17/23, 21:14:35 PM GMT

Service: iMessage

Nate Barton

night and day difference

Sent: 05/17/23, 21:14:39 PM GMT

Service: iMessage

Kunnal Vij



Sent: 05/17/23, 21:15:09 PM GMT

Nate Barton

You feel comfortable with these ranges?

Sent: 05/17/23, 23:26:26 PM GMT

Service: iMessage

Kunnal Vij

yup...

Sent: 05/17/23, 23:27:40 PM GMT

Service: iMessage

Kunnal Vij

i think we can have a lower range as well.. i think 30% is optimistic on the low

Sent: 05/17/23, 23:28:08 PM GMT



hi latika

Today ▾



Latika Kirtane 2:38 PM

hey nate what's up



Nate Barton 2:46 PM

on your VLD fee email - I read it as moving to Craig's suggestion is the plan of record, we have figured most out most of the challenges, and we simply want their approval to move forward. is that how you're intending it to read?



1



New



Latika Kirtane 4:25 PM

Yes that's right. If execs are agreeable to using installs only, we may need to adjust the financial modeling to inform any recommendation to the price point for pricing committee.

But need to get Jeff's feedback on whether this update is substantial without the solution to the identifier.